

Message Text

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20

ACTION NEA-09

INFO OCT-01 ISO-00 AID-05 CIAE-00 COME-00 EB-07 FRB-03

INR-07 NSAE-00 TRSE-00 XMB-02 OPIC-03 SP-02 CIEP-01

LAB-04 SIL-01 OMB-01 NSC-05 SS-15 STR-04 CEA-01 L-02

H-02 DODE-00 PA-01 USIA-06 PRS-01 /083 W

----- 066188

R 020315Z APR 75

FM AMCONSUL LAHORE

TO SECSTATE WASHDC 0373

INFO AMEMBASSY ABU DHABI

AMEMBASSY ISLAMABAD

AMCONSUL KARACHI

AMEMBASSY KUWAIT

AMEMBASSY MUSCAT

AMEMBASSY TEHRAN

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E.O. 11652: N/A

TAGS: BTRA, ETRD, MASS, PK, US, XF

SUBJECT: CESSNA DISTRIBUTOR AND ALLEGED ARAB BOYCOTT OF US GOODS

1. IRSHAD ULLAH KHAN, YOUNG AND AGGRESSIVE CHAIRMAN OF LAHORE TRADING FIRM OF ZAMINOS LTD., INFORMED US APRIL 1 THAT HE PLANS DEPART WEEK OF APRIL 14 ON SALES PROMOTION TRIP TO ALL MUSLIM COUNTRIES OF MIDDLE EAST. PRIMARY PURPOST IS TO SEEK PURCHASERS FOR MILITARY AND COMMERCIAL CESSNA AIRCRAFT AND HUGHES/BREDANARDI (MILAN) HELICOPTERS. ZAMINOS IS PAKISTAN REPRESENTATIVE OF BOTH FIRMS AND AREA DISTRIBUTOR FOR CESSNA. ACCORDING TO KHAN, HIS SALES AREA INCLUDES GULF AND MIDDLE EAST.

2M HOWEVER, KHAN SAID HE WISHED BEFORE MAKING TRIP TO CHECK OUT REPORT HE HAD PICKED UP FROM THREE SEPARATE SOURCES TO EFFECT THAT ARAB COUNTRIES PLANNED IMMINENT
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BOYCOTT OF AMERICAN GOODS OF ALL TYPES. WHEN QUESTIONED

ON THIS POINT, KHAN SAID REPORTS DID NOT APPEAR TO REFLECT EITHER CONTINUING BOYCOTT OF AMERICAN FIRMS WHICH DEAL WITH ISTAEL OR MOVES BY SOME US SENATORS TO SUSPEND MILITARY SALES TO AREA. INSTEAD, HE WAS TOLD IT WAS NEW MOVE TO BE INITIATED BY ARABS -- THOUGH HE HAZARDED GUESS THAT IT MIGHT ONLY BE CONTINGENCY PLAN TO BE IMPLEMENTED IF WAR WERE TO BREAK OUT AGAIN IN MIDDLE EAST. HE IDENTIFIED HIS SOURCES AS CESSNA DEALERS IN DUBAI AND KUWAIT AND A COL. AWAN (PAKISTANI), MILITARY ADVISOR TO SHEIKH OF ABU DHABI.

3. KHAN SAID HE WOULD PROBABLY MAKE TRIP IN ANY CASE, TO CHECK OUT THESE REPORTS AS WELL AS TO SEE IF BREDANARDI HELICOPTERS COULD BE SOLD DESPITE ANY SUCH BOYCOTT. IN ADDITION, HE BELIEVED GOOD SALES POSSIBILITIES WOULD STILL EXIST IN IRAN, LEBANON AND TUREY. AT HIS REQUEST, WE ARE PROVIDING KHAN WITH NAMES OF US COMMERCIAL OFFICERS AT POSTS TO BE VISITED. IF FEASIBLE, WE WOULD LIKE TO PASS ALONG TO KHAN WHATEVER INFORMATION COULD BE SHARED ON SUBJECT.

4. COMMENT: KHAN IS BRASH YOUNG SELF-PROMOTER WHO PASSES US SENSATIONAL INFORMATION WHICH SOMETIMES PROVES EXAGGERATED OR ERRONEOUS. THIS MAY BE ANOTHER SUCH CASE, BUT WE REPORT IT TO ALERT ADDRESSEES TO POSSIBILITY WHICH WE ARE NOT ABLE TO EVALUATE AND WHICH WOULD BE SERIOUS IF TRUE.

5. WE ARE REPEATING THIS MESSAGE ONLY TO SELECTED POSTS. KHAN INTENDS VISIT IRAN, ALL GULF STATES, SAUDI ARABIA, BOTH YEMENS, EGYPT, LEBANON, JORDAN, IRAQ AND TURKEY (SYRIA NOT MENTIONED). DEPARTMENT REPEAT TO OTHER POSTS AS DESIREDM
SPENGLER

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